



## CITY COUNCIL AGENDA ITEM

Date: October 20, 2016

To: Brian Kischnick, City Manager

From: MaryBeth Murz, Purchasing Manager  
David Roberts, Fire Chief  
Gary Mayer, Police Chief

Subject: Standard Purchasing Resolution 8: Best Value Award – Emergency Medical & First Responder Services (Introduced by David Roberts, Fire Chief and MaryBeth Murz, Purchasing Manager)

### **Background**

Since 1991, The City of Troy has adopted a concept whereby Emergency Medical and First Responder Services is contracted to a third party provider. The EMS provider takes on the responsibility of providing both first responder service, in the form of paramedic first responders (PFR), and ambulance service, in the form of paramedic advanced life support ambulances (ALS). Associated responsibilities of hiring, training, and certifying paramedics, equipping and maintaining vehicles, etc., are borne by the contracted provider thereby alleviating the burden of these responsibilities from either the Fire Department or the Police Department. The Police Department routinely responds along with EMS for scene security and required reporting, while the Fire Department responds for necessary rescue and extrication efforts. This operational concept has proven successful for 25 years.

Per the RFP specifications, a 60-day transition period is to occur between November 2, 2016, and December 31, 2016, when the current EMS contract expires, in order to allow for the transfer of operations between service providers for a start date of January 1, 2017. The City Council meeting schedule requires that this item be brought before Council on this date to meet this required time frame.

### **Purchasing**

- A Request for Proposal was issued and posted on the Michigan Inter-governmental Trade Network (MITN) website; [www.mitn.info](http://www.mitn.info). 96 companies were notified of this bid opportunity.
- September 29, 2016 a Pre-Proposal meeting was conducted. The Request for Proposal document and the project timeline was reviewed. Clarifications were discussed and questions answered which necessitated the issuance of an Addendum summarizing the meeting. Five (5) companies attended the Pre-Proposal meeting as listed below:

Star EMS	Pontiac, MI
Alliance Mobile Health	Troy, MI
Superior Ambulance	Warren, MI
Beaumont Mobile Medicine	Troy, MI
Universal Macomb Ambulance Service	Sterling Heights, MI

- October 13, 2016 a bid opening was conducted and Proposals were received as required by City Charter and Code for Emergency Medical & First Responder Services. Below is a summary of potential companies.



# CITY COUNCIL AGENDA ITEM

## Purchasing (continued)

<b>Companies notified via MITN</b>	96
Troy Companies notified via MITN	3
Troy Companies - Active email Notification	3
Troy Companies - Active Free	0
<b>Companies that viewed the bid</b>	11
Troy Companies that viewed the bid	2

**MITN** provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy. **Active MITN** members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City. **Active MITN non-paying** members are responsible to monitor and check the MITN website for opportunities to do business with the City. **Inactive MITN member** status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.

- (3) Proposal responses were received as detailed:

Superior Ambulance	Warren, MI
Alliance Mobile Health	Troy, MI
Beaumont Mobile Medicine	Troy, MI
Star EMS	Pontiac, MI ( <i>No bid response</i> )

- Three (3) Committee Members reviewed and evaluated the proposals. The Committee Members were as follows:
  - David Roberts, Fire Chief
  - Chuck Riesterer, Assistant Fire Chief
  - Keith Frye, Police Captain
- Based on the detailed proposals and pricing structure, the committee unanimously recommended awarding the contract to Beaumont Mobile Medicine of Troy, MI. The detailed bid tabulation is attached.
- Superior Ambulance was not considered because the company charges for Advanced Life Support (ALS) Service, cannot perform on-site evidentiary blood draws, is not CAAS accredited, and their *charge* rates were high.
- Beaumont Mobile Medicine (BMM), like Alliance Mobile Health, has a \$0 cost to the City for ALS Service.
- BMM, however, has the lowest Paramedic First Responder (PFR) Service hourly rate of \$22.74.
- Note: payable hours for PFR Service is *anticipated* and varies on an annual basis. BMM's anticipated payable hours are in alignment with what the City has historically experienced and paid.
- A history for payable hours for PFR Service is listed below:

Year	Payable Hours
2011	20,290
2012	20,825
2013	20,000
2014	19,067
2015	23,515

Even though payable hours are continually monitored, hours do fluctuate in order to meet response times. For instance, traffic can affect this number of payable hours.



## CITY COUNCIL AGENDA ITEM

---

### Purchasing (continued)

- BMM also has a lower rate for on-site evidentiary blood draws, Advanced Practice Paramedics for in-home patient follow-up, CAAS accreditation, additional accreditations for dispatch and paramedic training, and the lowest *ambulance user charge* rates to patients in comparison.
- Beaumont Mobile Medicine is part of Beaumont Health which was formed in 2014 by three health care systems; Beaumont Health System, Botsford Hospital and Oakwood Health who came together as Michigan's Health Care System. As part of the formation of Beaumont Health, each legacy health system combined their existing medical transportation companies (Community EMS, HealthLink Medical Transportation, and Beaumont Medical Transportation) to form Beaumont Mobile Medicine a 501(c)3 company.
- For over 34 years these three legacy EMS companies have provided quality driven EMS services through innovation, technologies, and measuring best practice clinical and operational metrics.

### Financial

\$530,930.00 has been allocated for First Responder Services in the 2016-2017 budget. The estimated cost based on "*Anticipated*" Hours for Beaumont Mobile Medicine to provide Paramedic First Responder Service will be approximately \$498,006.00 per year which is predicated on 21,900 hours x the low bid hourly rate of \$22.74.

### Recommendation

City management recommends awarding a three (3) year contract with the option to renew annually for three (3) additional years to provide Emergency Medical & First Responder Services for the City of Troy to the highest rated proposer, *Beaumont Mobile Medicine of Troy, MI* for a total estimated annual amount of \$498,006.00 predicated on the anticipated payable hours at prices contained in the bid tabulation opened October 13, 2016. The award is contingent upon the Firm's submission of properly executed bid documents including insurance certificates and all specified requirements.

VENDOR NAME:	<b>Superior Ambulance Service</b>	<b>Alliance Mobile Health</b>	<b>Beaumont Mobile Medicine</b>
CITY:	<b>Warren, MI</b>	<b>Troy, MI</b>	<b>Troy, MI</b>

**PROPOSAL: EMERGENCY MEDICAL & FIRST RESPONDER SERVICES FOR THE TROY FIRE & POLICE DEPARTMENT.**

**ADVANCED LIFE SUPPORT AMBULANCE SERVICE:**

<u>RESPONSE TIME</u>	Year 2016-2017	Year 2016-2017	Year 2016-2017
8 Minutes- Required	\$44,230.00/month	\$0/month	\$0/month
6 Minutes	\$53,076.00/month	\$68,000.00/month	\$0/month

**PARAMEDIC FIRST RESPONDER SERVICE:**

<u>TYPE OF UNIT</u>	Anticipated Payable Hours	Year 2016-2017	Anticipated Payable Hours	Year 2016-2017	Anticipated Payable Hours	Year 2016-2017
	Ambulance		/hr.	\$0/hr.	\$0/hr.	
Other Type- First Responder Vehicle	20,640	\$25.00/hr.	21,216	\$23.10/hr.	21,900	\$22.74/hr.
Est. Amount - "Anticipated" Hrs:		\$516,000.00		\$490,089.60		\$498,006.00

<b>EVIDENTIARY BLOOD DRAW:</b>	<i>Does not offer at this time.</i>	\$130.00	\$85.00
--------------------------------	-------------------------------------	----------	---------

**ACCREDITATION:**

	CAAS - No	CAAS (Ambulance)	CAAS (Ambulance)
			ACE (Dispatch)
			CAAHEP (Paramedic School)

**CHARGE SCHEDULE:**

Advanced Life Support 1 Emergent	\$ 765.00	\$ 692.00	\$ 600.00
Advanced Life Support 1 Non-Emergent	\$ 650.00	\$ 692.00	\$ 455.00
Advanced Life Support 2 Emergent	\$ 1,000.00	\$ 827.00	\$ 800.00
Basic Life Support - Emergent	\$ 550.00	\$ 547.00	\$ 500.00
Basic Life Support - Non-Emergent	\$ 450.00	\$ 547.00	\$ 400.00
Specialty Care Transport	\$ 1,200.00	\$ 965.00	\$ 830.00
Mileage	\$ 12.50	\$ 13.16	\$ 13.00
Paramedic Response w/ ALS treatment no transport	\$ 200.00	\$ 547.00	No Charge
Paramedic Response & Assessment - (non-transport)	\$ 100.00	\$ 177.00	No Charge

CITY OF TROY  
 BID TABULATION  
 EMERGENCY MEDICAL AND FIRST RESPONDER SERVICES

VENDOR NAME: CITY:	<b>Superior Ambulance</b> Warren, MI	<b>Alliance Mobile Health</b> Troy, MI	<b>Beaumont Mobile</b> Troy, MI
Extension of Award to other Municipalities:	Y or N Yes	Yes	No
References:	Y or N Yes	Yes	Yes
Acknowledgement:	Y or N Yes	Yes	Yes
Payment Terms:	Y or N Monthly	Monthly	Monthly
Can Meet Insurance:	Y or N Yes	Yes	Yes
Hold Harmless Clause:	Y or N Yes	Yes	Yes
Forms:	Y or N No	Yes	Yes

No Bid Response: Star EMS.

**ATTEST:**  
David Roberts  
Keith Frye  
Susan Riesterer

\_\_\_\_\_  
 MaryBeth Murz,  
 Purchasing Manager